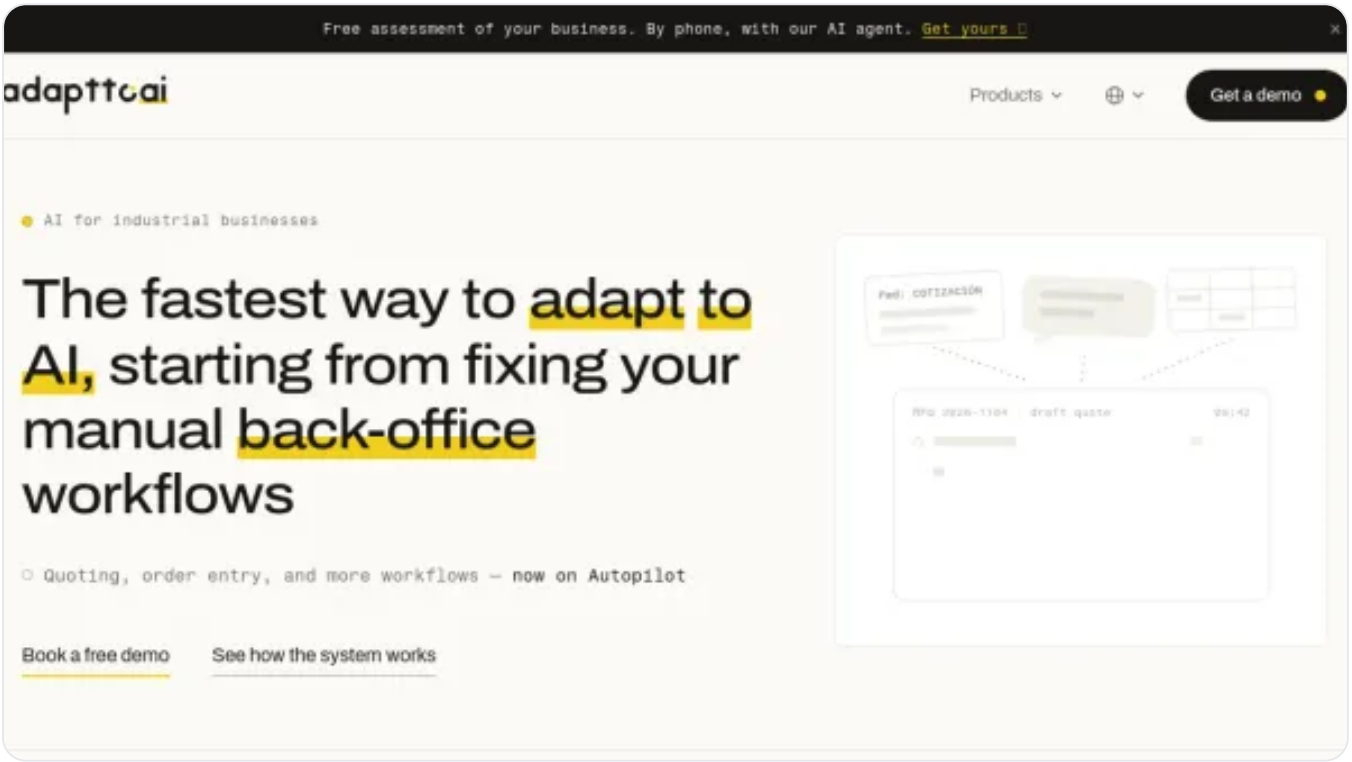
AdapttoAI

AI for industrial back-office workflows, including quoting, order entry, approvals, and ERP-connected automation.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See how the system works

About

AdapttoAI is an AI workflow automation platform for industrial businesses that need faster quoting, order entry, and back-office processing. It turns manual work into managed AI-assisted steps, so teams can automate the parts that are repetitive while keeping people in control where judgment matters. The product is aimed at distributors, manufacturers, and contractors that handle RFQs, ERP updates, email-based orders, and exception approvals across systems like Odoo, NetSuite, SAP, or custom setups.

What is AdapttoAI

AdapttoAI is an AI workflow automation platform built for industrial back-office operations. It focuses on the jobs that slow sales and operations teams down: quote generation, order entry, approval routing, SKU matching, invoice-related processing, and similar repetitive work. The company positions the product for distributors and manufacturers only, not for general-purpose business automation.

The core idea is simple: AdapttoAI sits between incoming requests and your ERP, then helps turn messy inputs into structured drafts. It supports inputs such as email, Excel, PDF, image files, and WhatsApp messages, and it can work in any language. Instead of replacing your team, the platform lets you decide how much of the AI workflow automation happens automatically and how much still needs a human sign-off.

This is not a generic chatbot. It is an AI workflow automation system with modules, connectors, confidence thresholds, and review steps tailored to industrial processes. The site also shows examples from lighting distribution, components manufacturing, and construction contracting.

Key features

AdapttoAI centers its AI workflow automation around a few specific jobs:

- **RFQ and quote generation**: It parses line items from free text, spreadsheets, PDFs, and forwarded emails, then matches them against catalog and pricing rules.
- **Order entry support**: It extracts SKUs, quantities, and customer details from WhatsApp threads or forwarded email and pre-fills ERP entries.
- **Exception approvals**: Discounts, credit holds, and special pricing can be routed to the right person for one-click approve or reject actions.
- **SKU matching**: The system normalizes product references, including messy variants such as different spacing, punctuation, or language differences.
- **Rule-based control**: Clear cases can move automatically, while uncertain items are held for review based on confidence or exception rules.
- **ERP connectivity**: The site says it works with Odoo, NetSuite, SAP, and custom systems.
- **Modular setup**: Quote generation, order entry, approvals, invoice processing, and SKU matching are separate modules that share one connector.

A few concrete examples on the site show what this AI workflow automation does in practice: ambiguous lines are pre-filled for review instead of guessed, discontinued items can trigger in-stock alternatives, and missing driver parts can be inferred from order history.

How to use it

Getting started with AdapttoAI appears to be a consultative process rather than a self-serve signup. The site promotes a free assessment of your business by phone with an AI agent, along with a demo.

1. **Book an assessment or demo.** Start by showing the team your current workflow and the manual steps that slow you down.
2. **Choose the first module.** The platform is modular, so you can begin with the workflow that hurts most, such as quoting or order entry.
3. **Connect your data sources.** The product mentions email, Excel, PDF, image inputs, WhatsApp, and ERP connections such as Odoo, NetSuite, and SAP.
4. **Set the control rules.** You decide what the AI can do on its own and what must wait for approval.
5. **Review drafts and exceptions.** The system extracts line items, applies matching rules, and flags anything unclear for a person.
6. **Expand to more workflows.** Once one workflow is working, the same platform can support other modules like approvals or invoice processing.

This AI workflow automation approach is designed for teams that already have defined processes and want to remove repetitive manual work without losing oversight.

Who it is for

AdapttoAI is aimed at industrial businesses that process many requests, orders, or approvals every day. The site explicitly calls out distributors and manufacturers, and it also references construction contractors as a customer example.

It is a fit for teams that:

- handle high volumes of RFQs or sales requests

- need structured approvals for discounts or exceptions
- work across multiple languages and document formats
- want AI workflow automation without giving up human review
- already use an ERP or similar back-office system

It is especially relevant for operations, sales ops, and order management teams that need speed, consistency, and traceability. If your workflow already depends on pricing rules, catalog lookups, and review checkpoints, AdapttoAI is built around those realities.

What to know before you use it

AdapttoAI is powerful, but it is not a magic replacement for your existing process. The site makes clear that human approval still matters in several cases, especially when a client is unrecognized, a line item is unclear, or match confidence falls into a middle range. This means the AI workflow automation is designed to assist, not blindly decide.

A few practical caveats matter:

- **It is industry-specific.** The company says it works only with distributors and manufacturers, so it is not a broad tool for every type of business.
- **It depends on your rules and data.** Matching quality and draft output will rely on your catalog, pricing logic, and historical order information.
- **It does not replace official ERP records.** Use the ERP as the source of truth for orders, approvals, and final bookkeeping.
- **It can still require review.** Ambiguous lines, exceptions, and low-confidence matches are routed for a person to confirm.
- **Implementation details are not public.** Pricing, exact onboarding steps, and API availability are not stated on the site, so those remain unknown.

In short, AdapttoAI is best understood as AI workflow automation for industrial back offices where speed matters but judgment cannot be removed. If your business lives in RFQs, orders, and exceptions, the platform is built to help you move faster while keeping control.

FAQ

What does AdapttoAI automate?

Is AdapttoAI only for industrial businesses?

Does AdapttoAI replace human review?

What is the pricing model?

Which systems can it connect to?

Can AdapttoAI work with my existing ERP?

Who is AdapttoAI built for?

What file and message types can it read?

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